



Rajesh Joshi

Serial Entrepreneur, Government Consultant & Dedicated Startup Mentor

Serial Entrepreneur with 20 yrs of Doing Business experience. Founded 6 ventures with 2 successful exits. Advise, Invest & Mentor Startups. Knack of turning Ideas into scalable Projects. Passionate about working with people to make a difference & bring change. Seeking opportunity to assist Startups' as Mentor & consult Governments' in their Startup Program Development & Execution. Looking to work with Startup Ecosystem stakeholders and add value with my proven ability, aptitude, potential & talent.

✉ 2508rj@gmail.com

📞 + 91 98210 68779

📍 Mumbai

🌐 [linkedin.com/in/topgunrajesh](https://www.linkedin.com/in/topgunrajesh)

STARTUP EXPERIENCE

Project Manager at Ernst & Young (EY) Department of Information Technology & Communications (DoIT&C), Government of Rajasthan (GoR)

06/2018 – Present

iStart is GoR program for State Startups'. I Head EY at DoIT&C for execution & implementation of this program. We assist DoIT&C on their initiatives.

Tasks

- Mentoring Startups as Dedicated Mentor to 22 Startups part of EY cohort & other iStart registered Startups.
- Advocating Government Officials regarding Startup Events, IT Festivals, Startup Portal & Incubation process.
- Communicating as frontal for DoIT&C with external stakeholders including Partners, Industry persons, Vendors (from the state, national & global).
- Formulation of new program, schemes, plans within the State policy framework for Entrepreneurs & Startups.
- Developing Outreach program in the state, nationwide and international to create awareness of the State Startup Policy resulting to increase in Startup Registrations.
- Executing Events including pre event planning, engagement during Events & post event followups.
- Overseeing Operations & Management of State Startup Incubation Centers in Rajasthan.
- Guiding & leading the EY iStart team to successfully deliver the qualified results for DoIT&C.

SKILLS & COMPETENCES

Analytical & Strategic Thinking



Creative & Ideation



Starting Up



Building & Leading teams



Verbal/Written Communication



Doing Business in India



Problem Solving



Future Focussed



ADVISORY, EXECUTIVE & INVESTOR EXPERIENCES

As a an Independent Consultant and/or Board of Advisor to different Ventures, I have given Analytical, Strategic Inputs & New Ideas to Innovate for growth and business expansion to Startups/SMEs in the following industries: Agriculture, Dairy Farming, E-commerce, Furniture, Hospitality & Travel, Gems & Jewelry, Medicine, Personal Care, Social Enterprises, Information Technology Services & Pure Technology. (05/2014 – 04/2018)

Provided Strategic Inputs & Consulting services to International SMEs for doing business in India including Setting up Indian operations, Sourcing from India & Business Development in India. (08/2016 – 05/2018)

STARTUP EXPERIENCE

Chief Future Officer & Investor

Pay Point India Network Private Limited

10/2014 – 02/2017

Pay Point is Fintech company which has Wallet license given by RBI. It provides services through its vast offline network & offers digital payment services.

Accomplishments

- Led Strategic Initiatives & Business Development.
- Built Business Development Team. Formed new alliances & nurtured partnerships. As a result, the network grew from about 350 to 4000 retailers within 6-7 months.
- Selected software products. Developed & Implemented Tech solutions with inhouse IT team & external IT vendor.
- Led to increase daily GTV from Rs6 to Rs120 million within 1 year.
- Represented company at Investor Roadshows & raised Investments. Negotiated & Sold my stake with 3.7x ROI.

Co-Founder & Director

BAJAAO MUSIC PVT LTD (www.BAJAAO.com)

06/2010 – 10/2014

Bajaa is an Indian e-store for musical instruments & audio gear.

Achievements/Tasks

- Created a reputed consumer brand in India
- Grew Revenues from Rs6 million to Rs120 million in 4 years achieving growth of more than 100% CAGR YoY
- Launched new services business & scaled it up.
- Initiated the buyout & Negotiated terms for BAJAAO equity sale (giving shareholders like myself a great exit).
- Led the due diligence, done by Deloitte. Executed Shareholder & Share Purchase Agreements.
- BAJAAO is/was one of the handful of Indian ecommerce companies, which was acquired within 4 years. Extremely Proud of the business model, we built in this niche industry.

Founder & Managing Director

Trading Gate, FZCO

02/2009 – 02/2010

Trading Gate, FZCO was an Information & Technology firm in Dubai with clients across the Gulf & Middle East Region.

Accomplishments

- Started a venture in new country/region i.e. Dubai, UAE
- Developed business in MENA region & had clients from Bahrain, Oman, Libya & Saudi Arabia
- Led development of the 2 most successful platform in Gulf region viz a viz GoWealthy.com & Duplays.com
- Sold Trading Gate to Public listed company.

PROJECTS VOLUNTEERED

Touch Swachh, Chairman & Co-founder (08/2015 – 09/2016)

- Touch Swachh aim was to drive Citizen Led Cleanliness Initiative through a Mobile App. This idea was presented at a college business plan competition where I was one of the judges. I decided to back this team with my investment & expertise. This way Touch Swachh was founded. This was so well received that many Indian Cities Municipalities have now Mobile Apps for Cleanliness doing exactly what our Mobile App was doing. Thus we decided to shut operations and even the college students left for their further education.

Mera Swades, Founder (08/2004 – 09/2005)

- MeraSwades.org, was Crowd Funding platform connecting the affluent Global Indians with the Poor & needy Indians. The network was built to enable monetary & non monetary transactions between these 2 groups. The inspiration for this online platform was a Bollywood/Indian movie called "Swades" starring Shah Rukh Khan. In this movie an Indian working in NASA decides to quit his NASA job and American lifestyle to come and work in his native village and solve their problems using his technical knowledge and personal prowess.

RECOGNITION

Judge & Panelist on Business Plan Competitions & Startup Discussions

Colleges & Universities

- I am called regularly to speak on Starting up, Doing Business in India, As speakers & panelist in various events and even to judge Business Plan competition.

Interviewed on BBC (05/2015)

BBC

- During the Rise conference in HongKong, I was on the panel of "Investors" and was invited by BBC to give an interview which was broadcasted in Asia & Europe.

50 Successful Entrepreneurs (06/2015)

Narsee Monjee College of Commerce & Economics

- Honored to be included in list of TOP 50 successful entrepreneurs in my alma mater college. I was selected from more than 100,000 ex students & more than 5000 entrepreneurs from my university years.

Invited at Standup India, Startup India (01/2016)

Department of Industrial Policy & Promotion, Government of India

- When Prime Minister of India launched "Startup India", January 2016, I was amongst the top 200 entrepreneurs of India to be invited by the Prime Minister Office. It was an honor and privilege to meet the Prime Minister & Government of India officials at DIPP and fellow entrepreneurs, Startups from all over India.

Article & White Paper (12/2013)

The Music Trades Magazine, USA

- Published a white paper on Music Retail business in India and strategies for Retailers to enter India. This was immediately after India opened for 1st time its Retail sector for Foreign Direct Investment.

STARTUP EXPERIENCE

Co-Founder & Chief Service Officer

Auriga Logic Private Limited

08/2000 – 08/2008

Auriga Logic was a Private Limited company building proprietary online products and providing IT, Web development services to clients worldwide.

Accomplishments

- Expanded the company's services Internationally
- Created our own Products & Tech Solutions in Content, Supply Chain & Customer Relationship Management
- Built a stellar team of IT professionals globally
- Sold the Services business to an Indian IT company

Co-Founder & Director

Infinity Design

11/1998 – 07/2000

Infinity Design was a partnership firm providing website design and web products & services to clients in India & North America.

Accomplishments

- @ age of 21 years Founded my 1st Startup
- Ventured into nascent industry of Website development
- Built a profitable services company
- Within 2 years, the business was acquired by Promoters of A Publicly Traded Information Technology Indian company
- Negotiated agreement & terms for this Buyout

EDUCATION

Diploma in Sales & Marketing

Narsee Monjee Institute of Management Studies

06/2001 – 06/2002

CA: Foundation & Intermediate Course

Institute of Chartered Accountants of India

05/1995 – 11/1997

Bachelor of Commerce, Mumbai University

Narsee Monjee College of Commerce & Economics

07/1994 – 07/1997

CS: Foundation Course

Institute of Company Secretary of India

12/1995 – 06/1997

PROFESSIONAL & PERSONAL INTERESTS

Working on Ideas, Building New Concepts, Doing Business, Founding Ventures, Starting up, Ideating

Social Enterprises, Public Policy, Governance, Economic policies, Startup programs

Creating employment, Building Teams, Leading People, Working in/with Cross Border Teams, Mentoring Startups, Consulting Government on Startup policy, Panelists on Startup forums.

Building personal network & professional relationships, Making Alliances & Partnerships, Nurturing those Relationships by giving time & providing value.

Consumer Tech, E-commerce, Fintech, Internet, Payments, Retail, Technology, Travel & Hospitality, Machine Learning, Blockchain, Artificial Intelligence, Agriculture, Digital, Social Enterprises, Human Resources & Skill Development.

Reading: I am an avid reader including Monthly Magazines & Books: Fiction & Non fiction. In 2018 read about 35 books. Goal is to 50 books in 2019.

Traveling, I am Well Travelled. Visited over 100 international cities & 26 countries for both professional work & personal/family holidays.

Watching Movies & Listening to Music. I watch & hear different genres as am agnostic with regards to any genre in Movies & Music.

I have played many sports: Cricket, Soccer, Tennis, Squash, Table Tennis. I watch most sporting events. Though presently I only play Tennis & Cricket